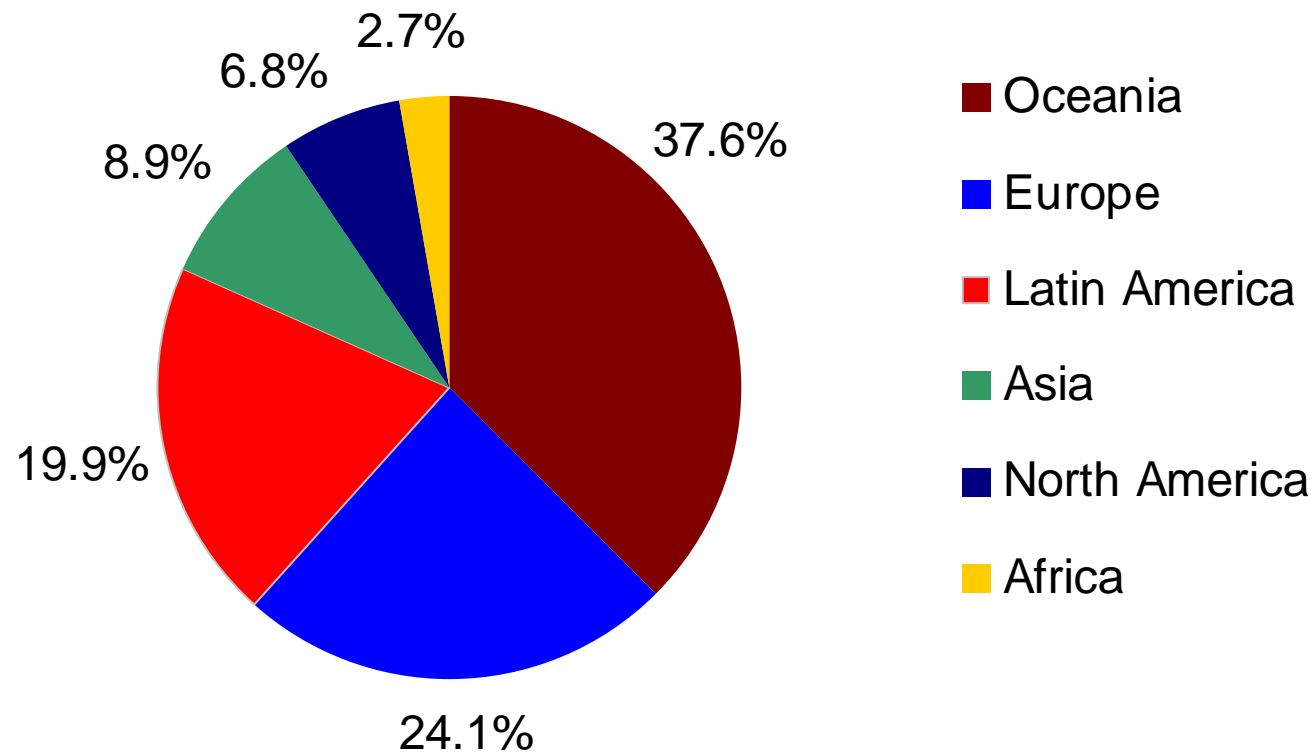


Content

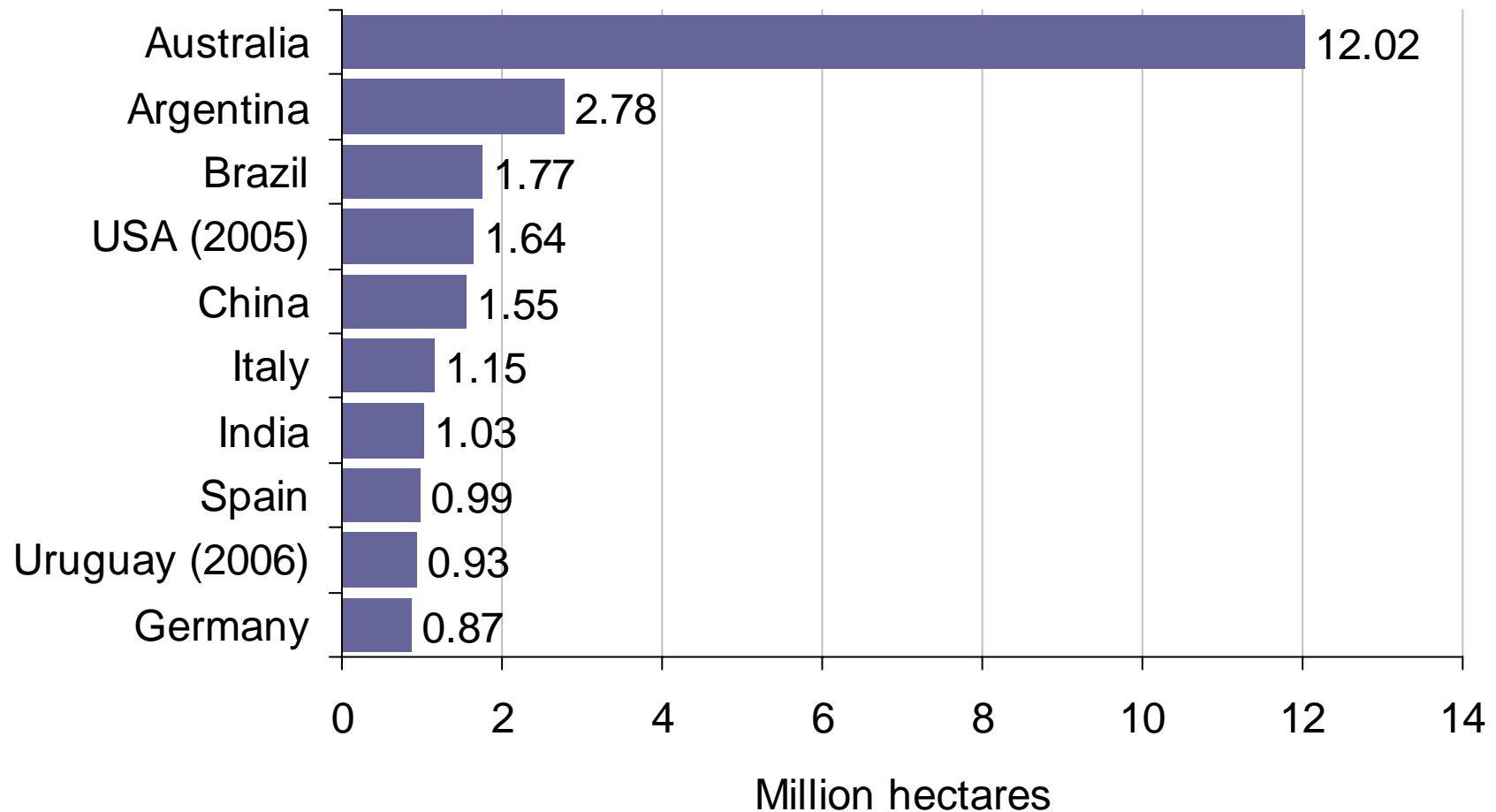
- Latin America and the organic world
- Latin America organic production
- The organic market trends in Latin America
- Conclusions



Organically managed land by geographical region 2008

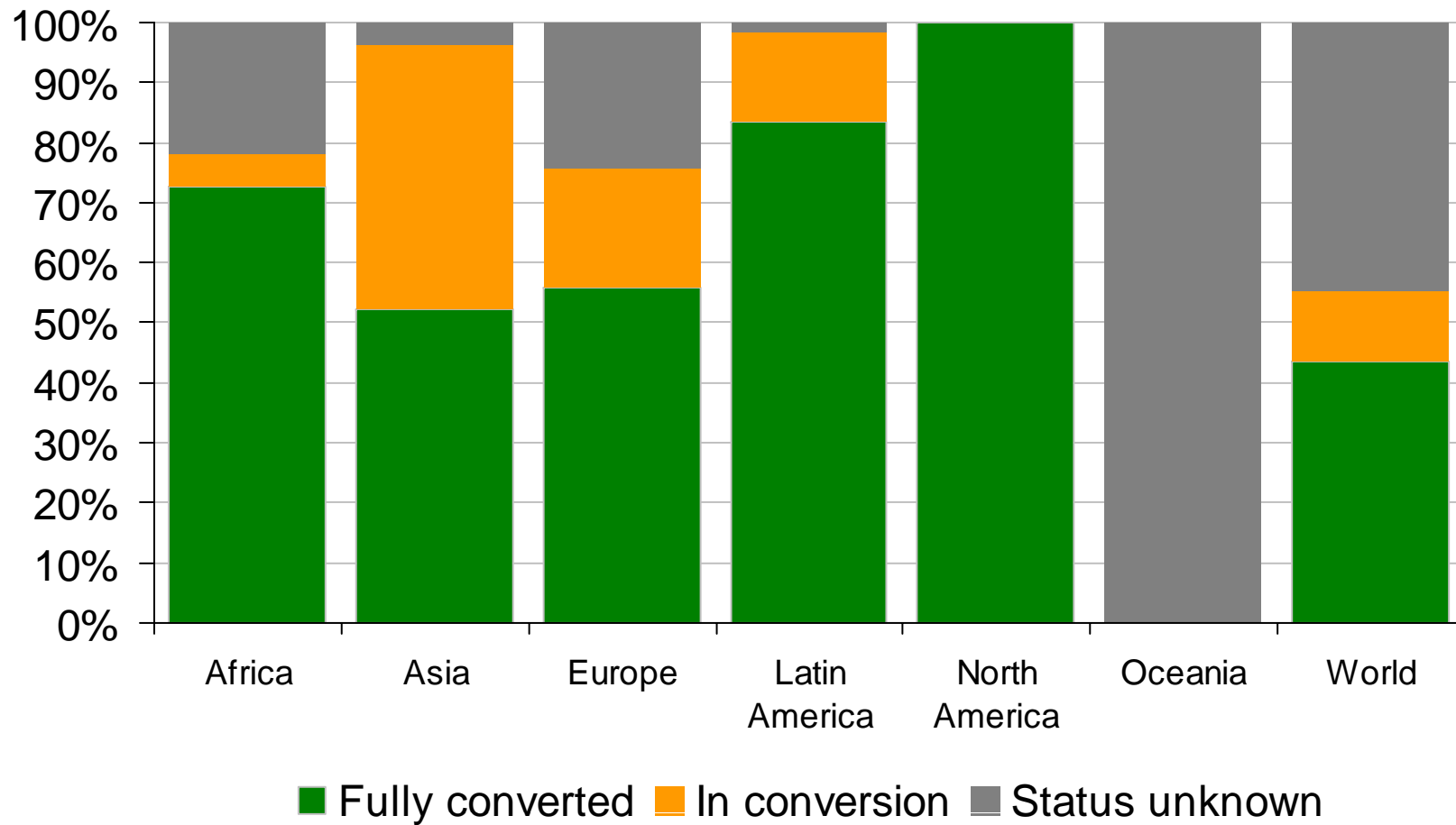


The ten countries with most organically managed land 2007

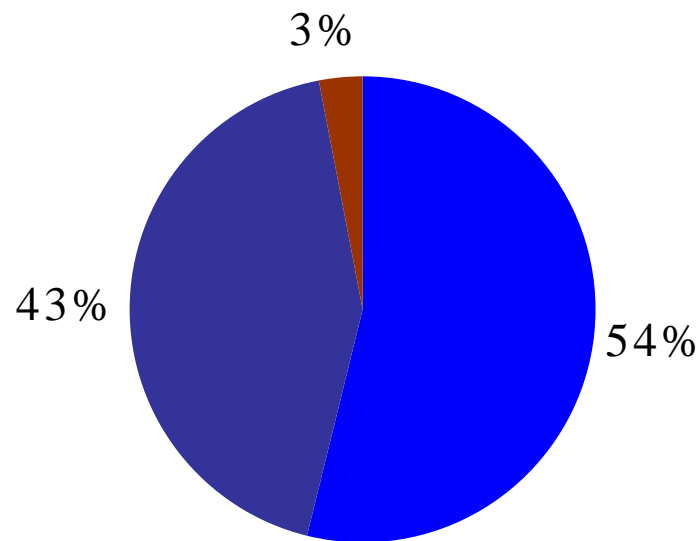


Argentina, US and Uruguay: Only fully converted areas

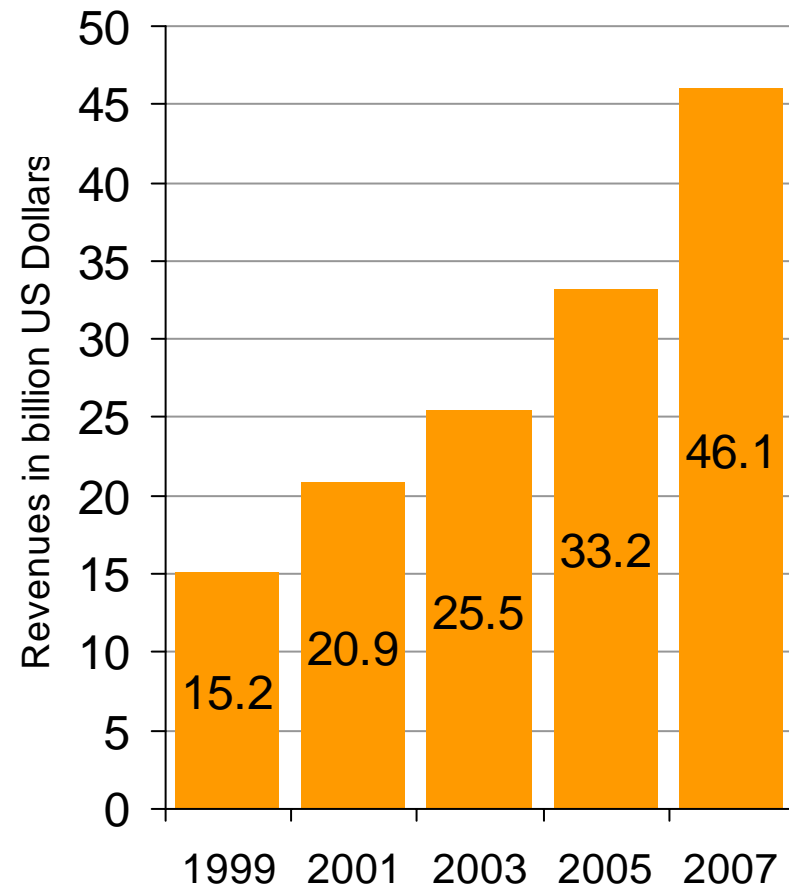
Conversion status of organically managed land 2007



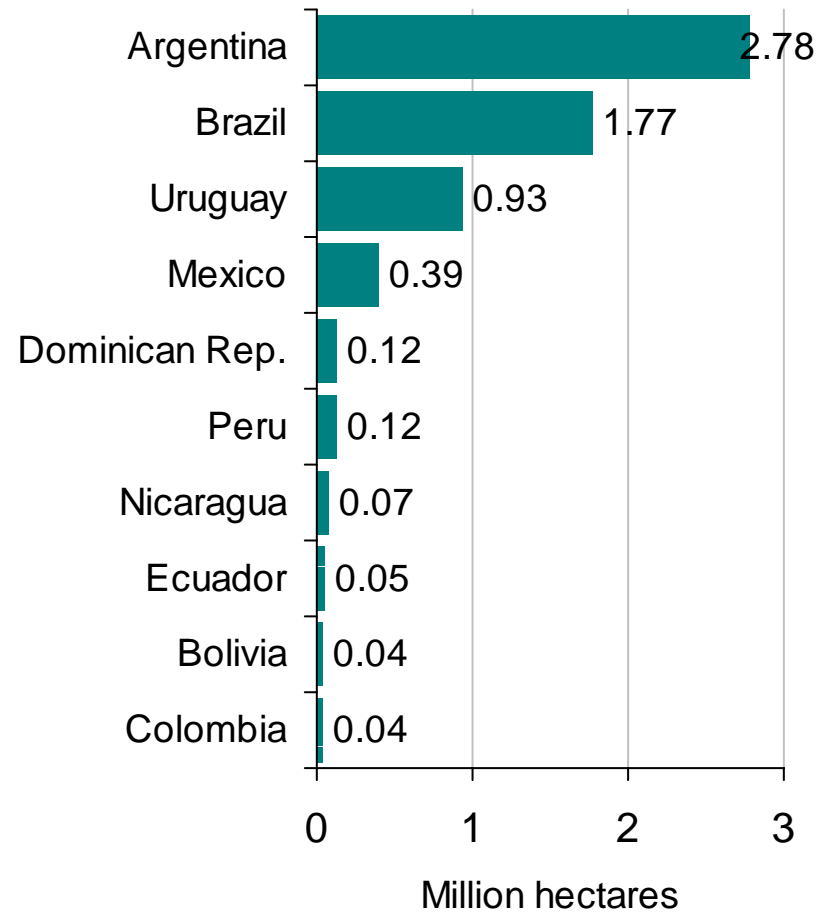
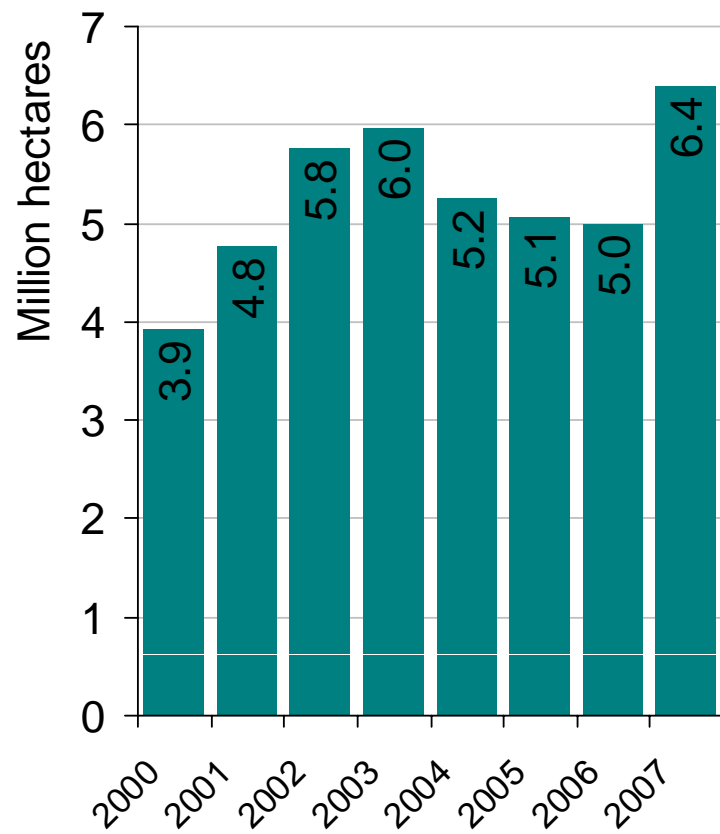
Distribution of global revenues by region 2007 and The global market for organic food and drink: Market growth 1999-2007



- Europe
- North America
- Others

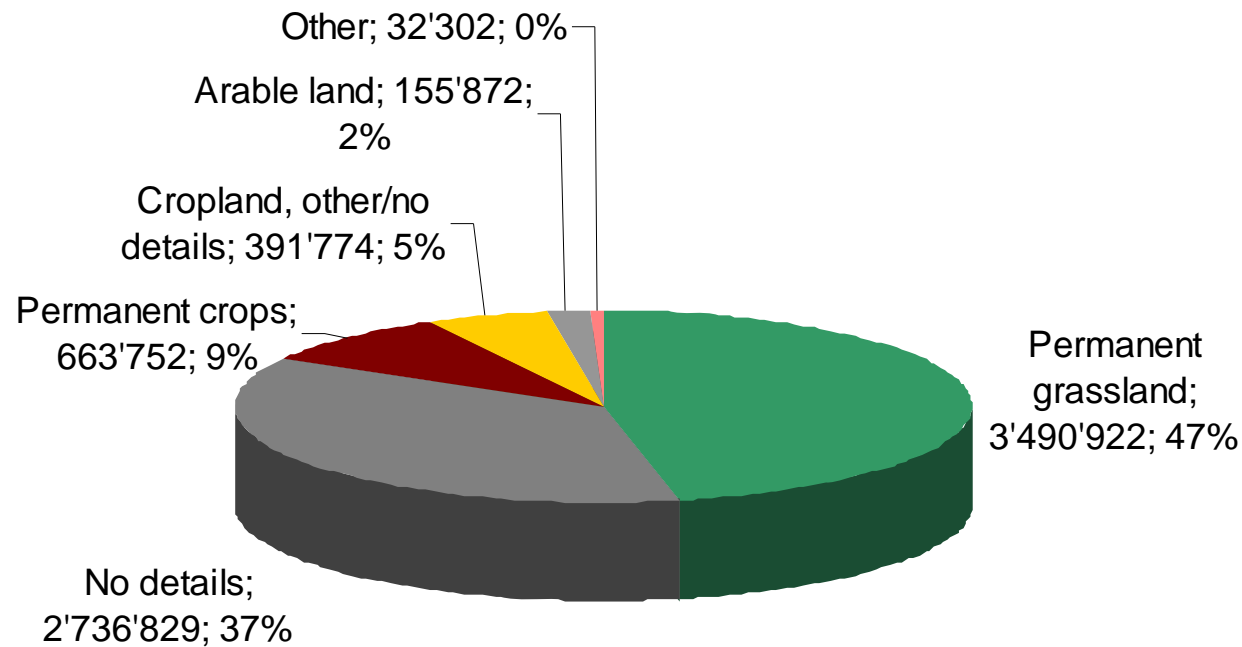


Latin America: Growth of the organically managed land area 200-2007, the leading countries 2007



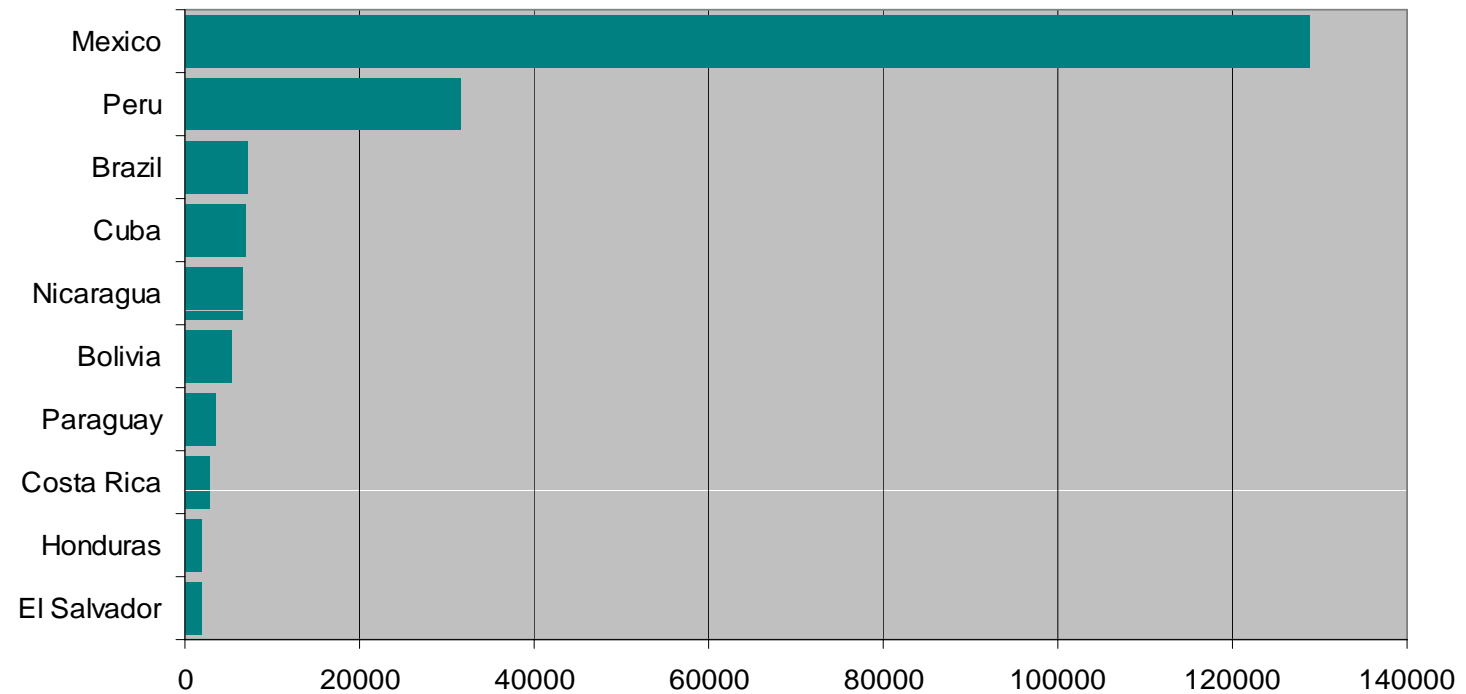
www.fibl.org

Main land use of organically managed land in Latin America



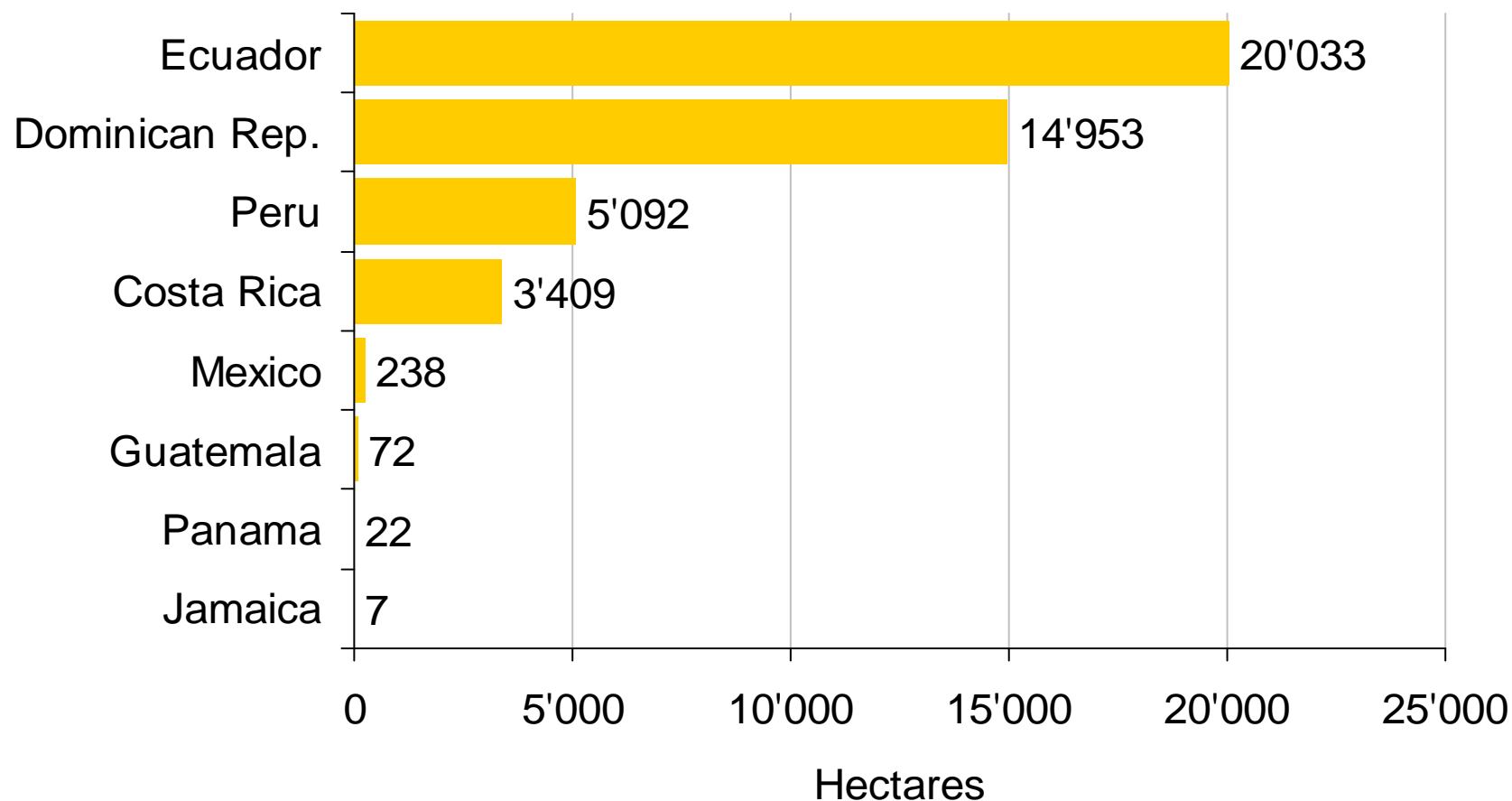
Main organically land use in Latin America

The ten countries of Latin America with the largest numbers of producers



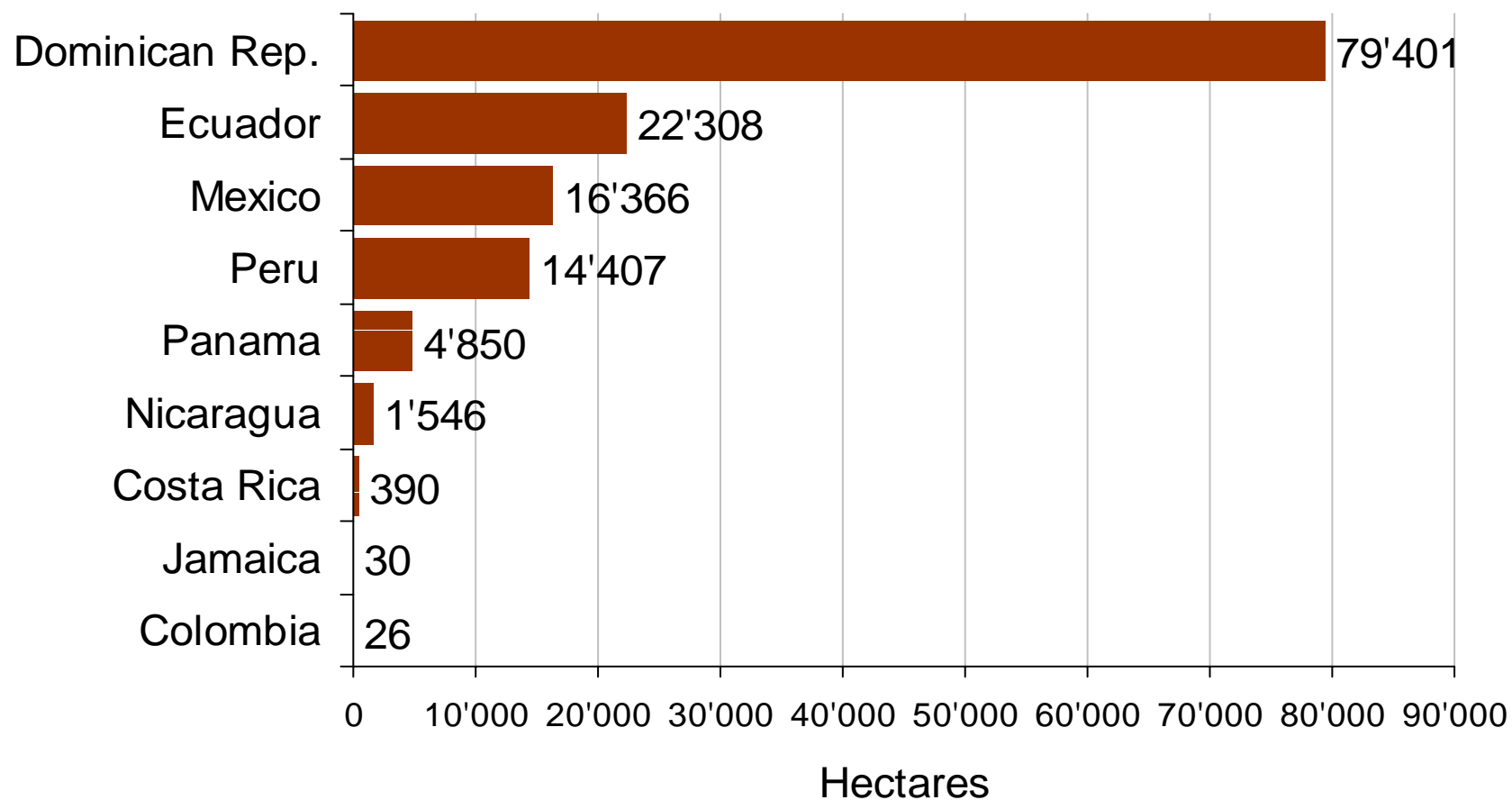
Source: FiBL 2009

Latin America: Organic banana area (includes in-conversion)

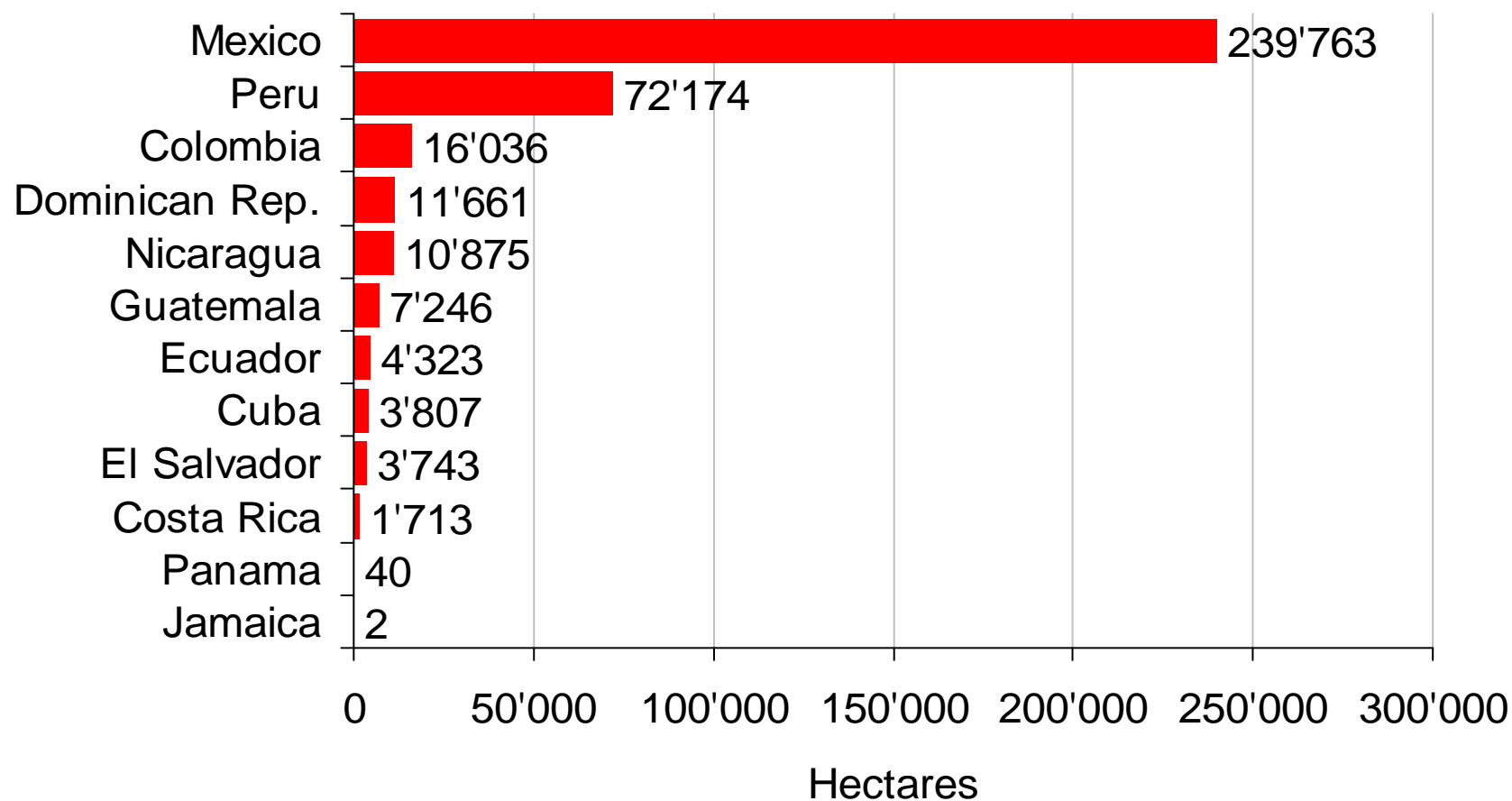


Most organic production from Latin America still for the export (> 90%)

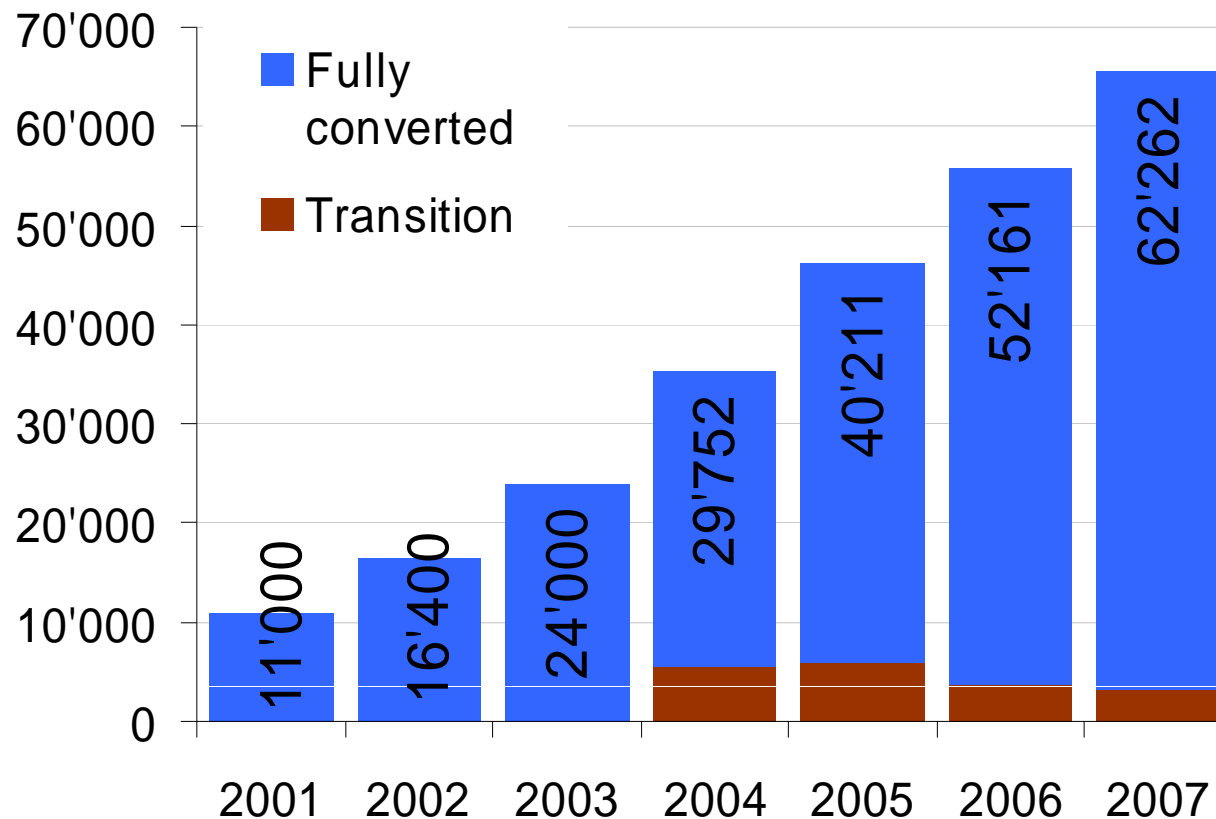
Latin America: Organic cocoa area (includes in-conversion)



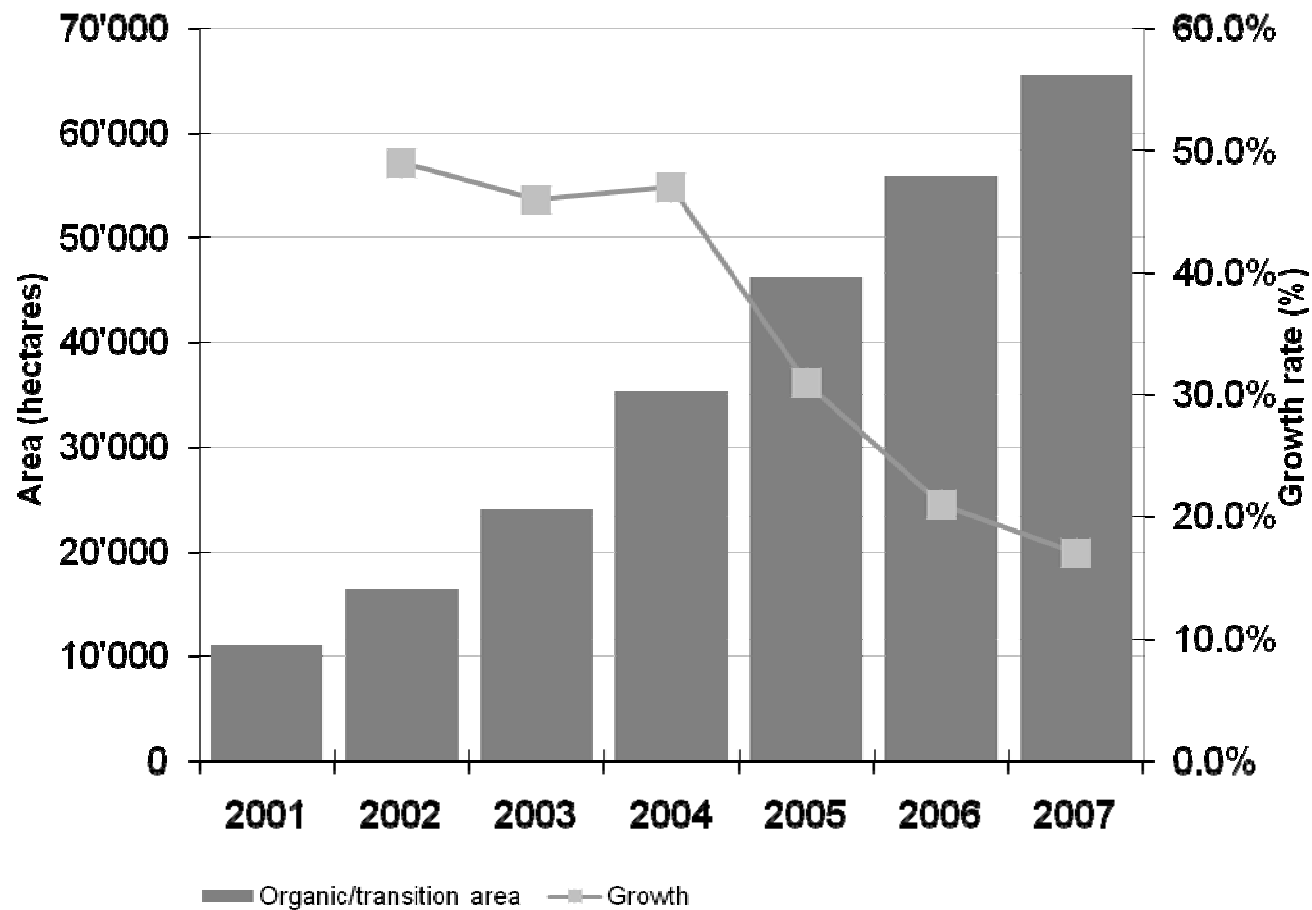
Latin America: Organic coffee area (including in-converion land) 2008



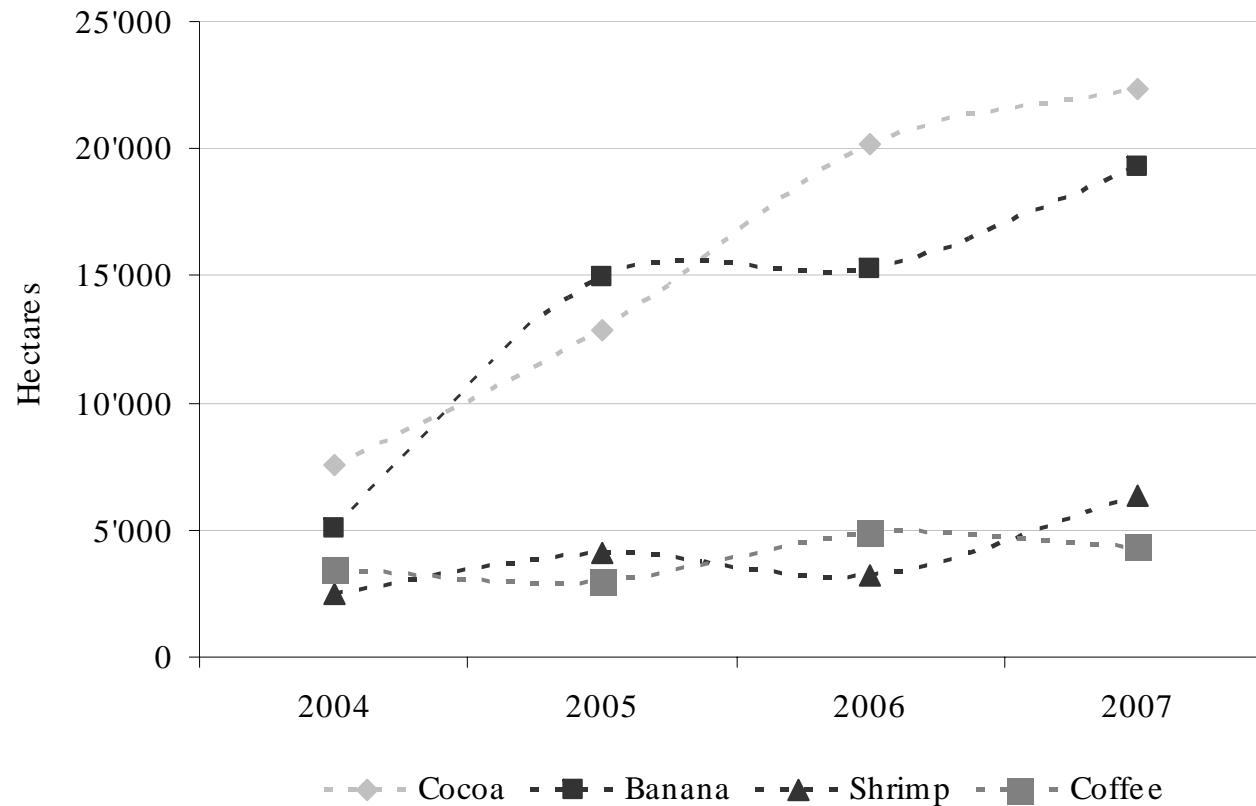
Ecuador: Development of the organically managed land 2001-2007



Ecuador: Development of the area under organic/transition production 2001-2007



Ecuador: Area under organic production by main products



Organic Market in Latin-American

- Main distribution channels:
 - Local markets (social)
 - Basquet market (social)
 - Farmers market (social)
 - Specialized stores (rich)
 - Supermarkets (rich)



Organic Market in Latin-American



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Conclusions

- Latin America still very dynamic in developing the organic production in their countries.
- Many small farmers are benefited by producing and selling organic products.
- Organic production have showed some reduction because there are competition with other labels as rainforest, crop failures due to climate change, pest and diseases, and low prices).

Conclusions

- The Latin America organic market still focusing to the export.
- However, new organic participative guarantee systems are opening alternatives to develop the local organic markets from small farmers for low income consumers.